

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 24, 1924.

Vol. II, No. 7

COOPERATIVES ASKED TO COOPERATE

The Department of Agriculture wishes to secure promptly copies of the annual reports and other documents issued by farmers' marketing associations, and the officers of such associations are urged to forward such reports and statements as soon as issued.

For more than ten years the Department has been collecting, classifying and filing reports, financial statements, and descriptive articles regarding organizations which are or have been active. This material is being made available today to those who are writing the story of cooperation in the newspapers, the magazines, and in book form. With the aid of officers and members of associations, this collection will become a library of inestimable value.

Kindly send copies of all available reports, financial statements, house organs, descriptive articles, etc., to Division of Agricultural Cooperation, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

MILK-MARKETING ASSOCIATION HAS LARGE MEMBERSHIP

Withdrawals from the Dairymen's League Cooperative Association, Inc., New York City, during the cancellation period for 1924, numbered 5,124. Of these 2,987 were active participants in the pool and 2,137 were inactive members. During the cancellation period in 1923 there were 10,768 withdrawals. Since April 1, 1923, the beginning of the business year, 4,213 milk products have become members of the association by signing the contract providing for the delivery of milk. The total number of active contracts March 5, 1924, was 68,337.

-----O-----

SUMMARY OF LEGAL DECISIONS REGARDING COOPERATION

A mimeographed circular entitled "Summary of Cases and Decisions on Legal Phases of Cooperation," has just been issued by the Bureau of Agricultural Economics, and is available for distribution upon request. The circular is a compilation of legal information pertaining to cooperative enterprises, reprinted from Marketing Activities, Vol. II, 1922, and Agricultural Cooperation, Vol. I, 1923. Requests should be addressed to the Division of Agricultural Cooperation, Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

-----O-----

NEW LAW IN KENTUCKY AFFECTING TOBACCO MARKETING

A statute recently enacted by the State of Kentucky requires every tobacco warehouseman receiving leaf tobacco for sale at public auction to post in a conspicuous place a list showing the true name and post office address of the owner and producer of the tobacco that will be offered for sale in the warehouse on that date, together with the number of pounds of tobacco owned by such person, such posting to be done at least thirty minutes prior to the sale of any tobacco. The statute also requires every tobacco warehouseman receiving leaf tobacco for sale at public auction to post a notice in a conspicuous place upon the premises, stating the number of pounds of tobacco in the aggregate actually sold and the average price per pound received on account of each day's sale. Said notice of sale must be posted not later than 9:00 A. M. on the day following such sale or sales. Appropriate penalties are provided for failure to comply with the law.

L. S. Hylbert.

MARKETING CONTRACTS MUST BE RECORDED IN VIRGINIA

A statute recently passed by the State of Virginia provides for the recordation of marketing contracts or agreements of cooperative associations with their members. The act provides that any cooperative association.

.....which is engaged in marketing agricultural products other than leguminous food products for its members shall prepare and deliver to the clerk of any court in this State in the office of whom deeds are admitted to record, a book to be called "the contract book of _____" (naming the association), such book shall thereupon become a public record book of such clerk's office, and it shall be the duty of such clerk to record therein the matters and things authorized by this act.

At any time after any such book shall have been so delivered to the clerk as provided herein, the association which has delivered the same may request the clerk to whom such book was delivered to record therein any marketing contracts or agreements which have been entered into by such association and any members thereof; provided, however, that if any such contracts or agreements be in the same words and figures as any other contracts or agreements with any other members of the association, and be separately signed by such members of the association, such association may have one of such contracts or agreements recorded in extenso in such book, and may furnish the clerk with a list of the names of persons appearing on such contracts as signers thereof, with the dates of the signatures, respectively, whereupon the clerk shall record such names as signers of such contracts or agreements, with the dates of their signatures, respectively, so furnished.

The act further provides that on the recording of the marketing contracts of an association "all persons contracting or dealing with any such member in relation to any such produce covered by such contract or agreement shall be bound thereby and all rights or liens acquired by any such person in such produce subsequent to the date of such recordation shall be subject in all respects to the rights of the association." It is provided, however, that the statutory lien of a landlord for advances made to a tenant or for rent is not affected thereby and it is further provided that a warehouseman selling such products at public auction on his warehouse floor without actual notice of such contract or agreement shall not be affected thereby, nor shall any bonafide purchaser of such produce at such public auction who is without actual notice of the rights of the association.

DAIRY ASSOCIATION REPORTS INCREASED BUSINESS

Total sales for 1923 of \$2,132,000 are reported by the Whatcom County Dairymen's Association, Bellingham, Wash. This was an increase over the 1922 sales of 37.05% and over the 1921 sales of 103.17%. Butter was by far the largest item in the sales, amounting to \$1,460,435; while milk powder came second with \$301,291. The total quantity of milk received was 75,611,203 pounds, as compared with 41,619,210 pounds in 1922. Butter made in 1923 was 3,179,069 pounds; cheese, 447,960 pounds; and skim-milk powder, 2,860,489 pounds. Corresponding figures in 1922 were as follows: butter made, 2,906,720 pounds; cheese, 569,551 pounds; skim milk powder, 2,076,515 pounds.

An average net price, of 54.46¢ per pound of butterfat in milk was paid to producers, as compared with 45.5¢ in 1922. The year closed with a net worth of \$267,981.

-----0-----

OHIO LIVESTOCK SHIPPERS ADOPT POLICIES

Representatives from fifty-two Ohio counties shipping livestock cooperatively attended the fourth annual meeting of the Ohio Livestock Shippers' Cooperative Association, held at Columbus, February 27 and 28. This association is a federation of local shipping associations for which it functions as a clearing house for information and as a coordinating agency.

Among the matters considered at the annual meeting were, terminal commission associations, radio market reports, technique of selling livestock, value of grading demonstrations, and an analysis of cooperative marketing.

It was reported by the secretary of the association that during 1923 exactly 163,550,523 pounds of livestock, having a net market value of \$12,733,236, had been handled by the shipping associations affiliated with the state association. (Agricultural Cooperation, February 11, 1924, p. 53.)

Receipts of the association from February 21, 1922, to December 31, 1923, were reported as \$52,652, and disbursements as \$41,172. The largest items among the disbursements were \$8,570 and \$6,826 paid to the cooperative commission associations at Cleveland and Pittsburgh, respectively. There was a credit balance of \$9,255 in the capital account on December 31.

It was urged by the secretary that livestock producers "make a definite pledge of loyalty" and subscribe to "a binding declaration to market cooperatively for an agreed period." Unanimous approval of such a course was given in the adoption of policies for the coming year. It was also decided that shipping associations should handle livestock for all producers within their respective territories at the same charges, that one cent per cwt. on all species be paid to the state association, and that savings on the business of shippers who were not members of farm bureaus be divided equally between the county farm bureau and the Ohio Farm Bureau Federation.

MANY CALIFORNIA EGGS MARKETING COOPERATIVELY

Over twenty-six million dozen of eggs were handled by three California organizations marketing poultry products in 1923. Approximately one-fifth of the total quantity was sold in New York City through the Pacific Egg Producers Cooperative, Inc., a sales agency for three California associations, one Oregon association, and a Washington State association.

The three California associations are listed below with the amount of their shipments:

Organization	: Year	: Number	: Eggs	: Shipped
	: Organized:	: of	: Handled	: to
	:	: Members	:	: New York
	:	:	: (Cases):	: (Cases)
Poultry Producers of	:	:	:	:
Central California, Inc.,	: 1916	: 3,293	: 631,000	: 175,131
San Francisco, Calif.	:	:	:	:
	:	:	:	:
Poultry Producers of	:	:	:	:
Southern California, Inc.,	: 1916	: 1,300	: 158,705	: 3,282
Los Angeles, Calif.	:	:	:	:
	:	:	:	:
Poultry Producers of	:	:	:	:
San Diego, Inc.,	: 1919	: 700	: 94,160	: 10,533
San Diego, Calif.	:	:	:	:
	:	:	:	:

In round figures the sales of the Poultry Producers of Central California amounted to \$6,000,000. The average net return to the members of the association was 31.18¢ a dozen as against 29.88¢ for 1922. About 30% of the eggs handled was sold through the association's retail stores in San Francisco and Oakland; about 22% was sold at wholesale in these two cities; over 11% was sold through retail shipments; and 34% was shipped to New York City and other eastern points. Near the close of 1923 a store was started in Sacramento. The total sales in San Francisco for the year amounted to 3,356,880 dozen. The eastern and foreign shipments numbered 351, amounting to 182,678 cases. Business is being developed in Hawaii and London. During the year machines were installed for processing eggs, also sanding machines for cleaning eggs preparatory to shipment. In July an advertising campaign was started with street car cards reciting the merits of "Nulaid" eggs.

Seven years of successful operation is the claim of the president of the Poultry Producers of Southern California, Inc. During that period the members of the association delivered 25,534,114 dozen eggs for which they received \$9,731,347 in weekly pool checks which were issued every Friday without exception throughout the period. The 1923 business amounted to \$1,380,385, which was paid for 158,705 cases.

The net pool price for the year on "Extras" was 36.3¢. The greater part of the egg supply was sold in Los Angeles, some of the eggs at retail, but mostly at wholesale. For more than a year the association has owned and operated its own plant. On December 31 the capital stock and surplus of the association amounted to over \$172,800 and the several reserves to over \$52,700.

Members of the Poultry Producers of San Diego, Inc., received \$871,473 for eggs delivered in 1923, as against \$708,583 for the previous year. The average price per dozen for all grades in 1923 was 30.85¢ to the producer. Operating expenses for 1923 were \$60,344 compared with \$41,476 for 1922. Net worth at the close of the year was \$61,170.

Total sales for the Washington Cooperative Egg and Poultry Association, Seattle, Wash., for 1923, amounted to \$4,278,540. Eggs, poultry and canned eggs were sold by the association for its members, and feed and crate supplies were purchased. At the close of the year the credit balance in the capital stock account was over \$311,800. In addition there were earnings, reserves and surplus of over \$124,200, after dividends amounting to \$18,780 were paid for 1923.

The volume of business of the Pacific Cooperative Poultry Producers, Portland, Ore., in 1923 amounted to \$677,500, as compared with \$572,300 in 1922.

Sales in New York and other eastern cities were handled by the Pacific Egg Producers Cooperative, Inc. The number of cases of eggs handled for each of the member associations during 1923 was as follows:

	<u>Cases</u>
Washington Cooperative Egg and Poultry Association, Seattle,	176,133
Pacific Cooperative Poultry Producers, Portland, Ore.,	8,644
Poultry Producers of Central California, Inc., San Francisco,	175,131
Poultry Producers of Southern California, Inc., Los Angeles,	3,282
Poultry Producers of San Diego, San Diego, Calif.,	10,553
Total	373,743

Nearly 98% of the eggs handled by the selling agency were sold in New York City. A total of 7,974 cases were sold in other cities, including Buffalo, Boston, Springfield, Syracuse, and Pittsburgh.

ONE YEAR OF COOPERATION IN DARK TOBACCO BELT

In order that its members may be fully informed regarding their business, the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky., has issued a report of four large pages giving detailed figures regarding the operation of the association to January 31, 1924.

Directors of the association were selected at an election held on November 20, 1922. These directors met on November 22, 1922, and completed the organization of the association by signing the charter and electing officers. Steps were taken to form ten warehouse corporations to operate in four tobacco-producing districts. The several corporations were authorized to issue preferred stock to the amount of \$5,300,000 and bonds to the amount of \$2,650,000, which are to be retired at the rate of one-fifth each year, an assessment of 60¢ per 100 pounds of tobacco being made for the purpose. Growers are to receive common stock in the warehouse corporations to the amount of the assessments and will eventually be the sole owners of the corporations.

The 210 receiving stations, prizeuries, redrying plants, and air-drying plants represent an investment of more than \$3,000,000. Of this amount over \$700,000 represents new construction. The assessment of 60¢ per 100 pounds on the 1922 crop amounts to more than \$1,000,000. The first series of the preferred stock matured on December 30, 1923, and was promptly taken up. The first installment of the bonds issued will mature on June 30, 1924.

Funds for use as working capital in connection with the handling of the 1922 crop of tobacco were obtained from a group of banks and from the War Finance Corporation, the first extending a line of credit of \$4,500,000, and the latter of \$7,500,000. Steps are now being taken to set up an Agricultural Credit Corporation, in order that loans may be made to members on their participation receipts.

All tobacco delivered to the association is insured through the medium of general warehouse insurance amounting to \$500,000. Both fire and tornado insurance is carried on the receiving stations, prizeuries and drying plants.

Total deliveries of tobacco of the 1922 crop in the four producing districts amounted to 175,058,000 pounds. The number of pounds received and the number of hogsheads prized in the four districts were as follows:

Districts	:	Pounds Received	:	Hogsheads Prized
Dark Fired	:	111,861,000	:	23,084
Green River	:	29,343,000	:	14,623
One Sucker	:	16,398,000	:	1,393
Stemming	:	17,451,000	:	265
Total	:	175,053,000	:	39,370

On February 1, 1924, there remained in storage of the 1922 crop 37,878,039 pounds, with an estimated value of \$3,016,064.

A detailed statement of the operating expenses connected with handling the 1922 tobacco has been prepared as of January 31, 1924. This statement shows that operating expenses have varied from 94-1/2¢ per 100 pounds to \$1.95, according to the amount of processing necessary to put the tobacco in condition for marketing. The receiving station expense and the processing expense for the several districts were as follows:

District	: Receiving Station	: Processing
	: Expense	: Expense
Dark Fired	: \$0.63	: \$0.32
Green River	: .56	: 1.07
One Sucker	: .63	: .015
Stemming	: .61	: .29

General expense was the same in all districts, namely, 35¢ per 100 pounds, made up as follows: Salaries, 12¢; field service, 6¢; directors, 1¢; stationery, supplies and miscellaneous, 7¢; interest, 8¢; organization expense (one-fifth chargeable against 1922 crop), 1¢. As assessment of 60¢ per 100 pounds was made for "members' investment for payment of warehouses." In each district there was a credit against the expense because of scrap tobacco sold, buyers' charges, prizing costs, etc. The total deductions per 100 pounds of tobacco, after allowing for the credits which ranged from 3¢ to 25¢ per 100, were as follows: Dark Fired district, \$1.65; Green River, \$2.55; One Sucker, \$1.545; Stemming, \$1.78.

Deliveries of tobacco of the 1923 crop at the close of business February 26, 1924, were 8,301,803 pounds ahead of those for the same date one year ago. Membership increased during 1923 from 57,000 to 70,000, a gain of 22%.

-----0-----

ARGENTINE GROWERS COOPERATE TO MANUFACTURE JERKED BEEF

Cattle raisers of Argentina are endeavoring to improve the deplorable status of their industry by the inauguration of cooperative meat-salting plants by means of which they can convert their own cattle into "jerked beef," according to a recent report from the Consul General at Buenos Aires. Two such plants have been begun in the province of Entre Rios, and steps have recently been taken to establish another in the Province of Corrientes. The markets for this jerked beef are found in Brazil and Cuba and it is believed that the three plants will be able to supply the demand unless new markets are secured. It is stated that jerked beef was the original meat industry of Argentina.

TOBACCO ASSOCIATION OPERATES FOR \$1.55 PER HUNDRED

An audit of the records of the first year's operations of the Tobacco Growers' Cooperative Association, Raleigh, N. C., up to May 31, 1923, has been completed and published. According to the report the amount of tobacco received up to May 31 was 163,543.820 pounds, on which initial advances were made at time of delivery, averaging 8¢ per pound. Of this tobacco there remained unsold on May 31, 1923, 33,775.916 pounds which had been redried and was appraised at \$11,475,303. Operating costs for the period amounted to \$1.55 per 100 pounds, made up of the following items:

	<u>Per cwt.</u>
Warehousing charge	\$0.30
Cost of receiving and handling 1922 crop, including salaries and clerk hire49
Cost of grading, including salaries205
General overhead, including executive salaries40
Field service expense13
One-fifth of total organization expense, chargeable against the 1922 crop025
Total operating cost	\$1.55

In addition to this, 22-1/2¢ was deducted for a reserve for contingencies, and 46-1/2¢ as a reserve for guaranties given warehousing corporations, making the total deductions \$2.26 per 100 pounds.

At the close of the year the reserve for contingencies showed a credit balance of \$368,951, and the reserve to cover guaranties given warehousing corporations a credit balance of \$759,087, making the total of reserves, \$1,128,038.

The total assets of the association, as of May 31, 1923, were \$13,367,098, and the current liabilities and deferred credits amounted to \$5,622,729. The total balance in reserve and surplus accounts, from which additional payments on 1922 tobacco will be made, was \$6,616,350.

In the event that the redried tobacco on hand on May 31 brings its appraised value of \$11,475,303 when sold, the total payments to members will be materially increased.

The amount distributed to members during the year was \$26,613,813.16. At the end of May the membership stood at 89,673, an increase of 25,651 during the year. Since the close of the fiscal year the membership has increased to 95,000.

Deliveries of tobacco of the 1923 crop have already exceeded 160,000,000 pounds, which indicates that the total quantity to be handled this business year by the association will be much larger than last year.

COOPERATIVE BUYS GRAIN AND FEED BY TRAIN LOAD

At the annual meeting of the Eastern States Farmers' Exchange, held in Springfield, Mass., February 26 and 27, business for 1923 was reported as totalling 97,000 tons of feed, grain, fertilizer, and seeds distributed, at a wholesale cost of \$4,651,000. This represents an increase of 130% over the 1922 volume. During the year, absolute ownership and control of this nonstock, nonprofit, cooperative purchasing association was passed over to its 12,500 farmer-members, who are so constituted by actively purchasing their supplies of the above commodities through their organization.

One of the achievements reported for the past year was the initiation of solid trainload shipments of feed and grain from western mills to eastern consumers. By this system the time in transit was cut down to a 6-day average from the 27-day average previously maintained with individual carlot shipments. According to the executive officers of the exchange, the railroads now credit this organization with bringing into New England more freight (4,700 carloads in 1923) than any other single organization, and have shown their appreciation of this volume by active cooperation in the matter of speeding the trainload shipments. This cooperation dates from a conference with railroad officials, called by the exchange last summer at Cleveland, and is but one more evidence of what can be accomplished by the farmer.

-----C-----

FERTILIZERS BOUGHT COOPERATIVELY IN LOUISIANA

Approximately 15,000 tons of acid phosphate, purchased at a low price by the Louisiana Farm Bureau Purchasing Department, has been sold to farm bureau members. The first five thousand tons arrived at New Orleans in January by steamer, and a second steamer load arrived in February. Other shipments were handled from Atlanta, Ga., and Gulfport, Miss. In addition to the acid phosphate, 8,000 tons of nitrate of soda was handled through New Orleans.

The need for purchasing fertilizer cooperatively first came to the attention of the farm bureau in the 1922-23 season. Fertilizer companies all over the country were asked to quote their lowest prices on high-grade acid phosphate and nitrate of soda and a contract was made at a reduction of at least 30% from commercial prices. Farmers from 45 parishes, through their local organizations and in cooperation with their county agents, pooled their fertilizer orders and received more than 5,000 tons of acid phosphate and 2,350 tons of nitrate of soda, at a considerable saving. Handling this quantity of fertilizer on so many orders was a strenuous task for the farm bureau which reported that the distribution was made and not a complaint received. This year the task was much larger as orders were pooled in communities where fertilizers had rarely ever been used. This is believed to be one of the largest cooperative purchases ever attempted in Louisiana.

CHEESE BUSINESS INCREASED FIVEFOLD IN TEN YEARS

Over five hundred farmers attended the tenth annual meeting of the Wisconsin Cheese Producers' Federation, Plymouth, Wis., held in February. Two days were devoted to a careful consideration of the reports submitted by the executive officers. The federation is the selling agency and coordinating force for about 200 producer-owned and -operated cheese factories in Wisconsin and Eastern Minnesota. During 1923 a total of 24,602,795 pounds of cheese was handled, this being valued at nearly six million dollars. Receipts and disbursements for the year were as follows:

	Amount	Per Cent
Sale of 23,912,478 pounds of cheese . . .	\$5,577,180	99.6
Net income, factory supply department . . .	5,504	.1
Net income, handling cream	5,384	.1
Interest, storage and miscellaneous	9,200	.2
Total receipts	\$5,597,268	100.0
 Paid factories for cheese sold	 \$5,409,364	 96.6
Freight and trucking cheese	29,085	.5
Operating expense, warehouses	91,112	1.6
Selling and overhead expense	58,956	1.1
Undivided balance	8,748	.2
 Total	 \$5,597,268	 100.0

Ten warehouses operated by the association are the assembling points for the cheese preparatory to marketing. These are located at Plymouth, Spring Green, Wausau, Green Bay, New Richmond, Cumberland, Abbotsford and Neenah, Wis., Pine Island, Minn., and Chicago, Ill. The largest item of expense in connection with the operation of the warehouses was labor, which amounted to \$40,400. Paraffin cost \$6,400; boxes, \$6,700; other supplies, \$9,700; rent, \$7,300; depreciation, \$4,800, etc. In selling and overhead expense the big item was executive and office salaries, \$19,700. Other items were: interest and exchange, \$7,000; advertising, \$6,600; bad debts, \$4,800; telegraph and telephone, \$4,600; insurance, \$4,100.

Figures showing the distribution of the "Federation Dollar" for the ten years that the organization has been operating indicate that the local factories have been paid 97.11% of the money received, that 2.21% has gone to pay operating expenses, that .45% has been used to pay freight on cheese to warehouses, and .25% has remained as an undivided balance.

The average prices paid per pound for cheese for the ten years that the organization has been functioning, are as follows:

Year	Cents	Year	Cents
1914	13.96	1919	30.10
1915	14.70	1920	25.71
1916	17.13	1921	18.02
1917	23.53	1922	19.23
1918	26.24	1923	22.62

The growth of the federation during its brief existence is indicated by the number of pounds of cheese handled and the value of the same for the several years. The figures below, with the index figures, based on 1914, clearly show the growth:

Year	: Cheese Handled	: Index Number	: Cheese Handled	: Index Number
:	(Pounds)	:	(Value)	:
1914	: 6,125,480	: 100.0	: \$ 875,941	: 100.0
1915	: 7,558,796	: 123.3	: 1,144,146	: 130.6
1916	: 7,490,020	: 122.2	: 1,332,497	: 152.1
1917	: 8,981,308	: 146.6	: 2,193,515	: 250.4
1918	: 8,522,509	: 139.1	: 2,327,756	: 265.7
1919	: 14,098,021	: 230.1	: 4,341,057	: 495.5
1920	: 13,982,817	: 228.2	: 3,736,234	: 426.5
1921	: 15,564,414	: 254.0	: 2,968,768	: 338.9
1922	: 18,873,496	: 308.1	: 4,025,408	: 459.5
1923	: 24,602,795	: 401.6	: 5,939,416	: 680.3

This organization began business April 1, 1914. At the close of business on December 31, last, its assets exceeded \$800,000; the amount of outstanding capital was \$2,290; certificates of indebtedness amounted to \$23,823; and the amount in the surplus fund was \$41,253.

-----0-----

MORE THAN FIVE THOUSAND MEMBERS IN MILK PRODUCERS' ASSOCIATION

At the fifteenth annual meeting of the Milk Producers' Association, Chicago, Ill., February 4, 1924, the secretary reported a total membership of 5,048, a net gain of 1,659 in the year. It was reported that the price of milk in the Chicago district was now \$2.67-1/2 per 100, as compared with \$2.50 one year ago, and \$2.75 for the last six months of 1923.

Service has been rendered the members in the placing of thousands of cans of milk, also in the collection of thousands of dollars of milk accounts.

An increase in the annual dues was determined upon as necessary to carry on the work of the association, and dues were fixed by the directors at \$7 per year, of which \$5 will be retained by the central organization and \$2 will go to the local.

SUBSTANTIAL GROWTH REPORTED BY OREGON CHEESE FEDERATION

Twenty-five cheese factories constituting the Tillamook County Creamery Association, made 7,113,076 pounds of cheese during 1923 which was sold for \$1,384,689. In addition to this, the sum of \$39,370 was received from the sale of whey cream and \$3,320 from the sale of butter, making the total sales for the year, \$1,927,290.

According to the recently issued summary, a total of 63,877,049 pounds of milk was received, averaging 4.17% butterfat. From each 100 pounds of milk an average of 11.13 pounds of cheese was made. The average selling price for the cheese was 26.5¢ and the average price paid producers for milk was \$2.56 per 100 pounds.

The table below shows the average price received for cheese each year since 1915, the average cost of making, and the average price paid:

Year :	Average Price : Received	Average Cost : of Making	Average Price Paid : for 100 lbs. Milk
	:(Cents per lb. :	:(Cents per lb. :	
1915 :	13.79 :	1.75* :	-----
1916 :	16.76 :	1.75* :	\$1.685
1917 :	23.52 :	2.311 :	2.44
1918 :	26.36 :	2.685 :	2.66
1919 :	32.40 :	3.437 :	3.31
1920 :	29.63 :	4.137 :	2.935
1921 :	23.06 :	----- :	-----
1922 :	25.79 :	4.002 :	2.484
1923 :	26.50 :	----- :	2.56

*Estimated.

Growth of the business since 1909 is indicated by the following index numbers, the figures for 1909 representing 100:

Year :	Pounds of Milk : Received	Pounds of Cheese : Made	Selling Value : of Cheese
1909 :	100.0 :	100.0 :	100.0
1910 :	100.9 :	98.6 :	96.5
1911 :	103.0 :	103.0 :	89.5
1912 :	124.4 :	126.3 :	131.1
1913 :	134.8 :	137.9 :	135.4
1914 :	141.7 :	145.3 :	142.0
1915 :	156.2 :	159.1 :	139.3
1916 :	164.8 :	170.6 :	181.7
1917 :	191.7 :	195.7 :	296.9
1918 :	192.5 :	192.2 :	338.1
1919 :	228.5 :	239.7 :	501.8
1920 :	242.3 :	253.3 :	534.4
1921 :	256.0 :	264.5 :	394.2
1922 :	253.7 :	260.3 :	435.3
1923 :	272.7 :	279.9 :	471.4

COLORADO WHEAT GROWERS WANT TEN THOUSAND MEMBERS

An active campaign to secure a membership of 10,000 has been started recently by the Colorado Wheat Growers' Association, Sterling, Colo. Eighteen teams of farmers are working among the wheat growers of Boulder County with a 90% sign-up as their goal. "Talk nothing but wheat growers from now until St. Patrick's Day," was the slogan adopted by the committee. The Colorado Wheat Grower is the new house organ of the association. No. 2 of Vol. I, appeared under date of March 1, 1924.

At the request of a number of members the date for closing the 1923 pool was advanced from May 31 to April 30. All growers are urged to note this change and to deliver their wheat before April 30, as wheat delivered after that date will be included in the 1924 pool.

-----0-----

NEW YORK STATE WOOLS POOLED FOR FOUR YEARS

More than two million pounds of wool has been marketed in the last four years for its members by the New York State Sheep Growers' Cooperative Association, Inc., Syracuse, N. Y. A large percentage of this wool fell within the better grades, 129,200 pounds, 6.4%, grading delaine; 512,800 pounds, 25.3%, grading 1/2 blood combing; and 495,600 pounds, 24.6%, 3/8 blood combing.

Operations for the four years are summarized in the figures below, selected from the annual statement:

	: 1920*	: 1921*	: 1922	: 1923
	: (Cents)	: (Cents)	: (Cents)	: (Cents)
Average gross price	: 36.3*	: 36.3*	: 45.3	: 50.8
	:	:	:	:
Average expenses per pound	: 4.3	: 4.1	: 3.7	: 4.3
	:	:	:	:
Average net returns to members	: 32.2	: 32.2	: 41.6	: 46.5

*The 1920 and 1921 crops were marketed about the same time.

The cash saving to growers is considered by the management as only one feature of the work of the association. Growers have come to see that selling wool on grade is the only fair basis. Cooperation and encouragement have been received from the mills and the marketing of well graded and conditioned New York State wools has gone far toward establishing a desirable reputation.

An early seasonal pool will be conducted again this year as in 1923 for the benefit of those who shear early. This early pool will close May 1 and wools should be shipped before April 20. Advances are made to members on delivery, if requested, usually for about 50% of the estimated market value of the wools.

COOPERATIVE MARKETING OF FRUITS AND VEGETABLES

Reports from 1,103 local or independent farmers' business organizations handling fruits and vegetables, or both, have been tabulated by the United States Department of Agriculture. The study includes only the reports from associations which were operating as independents over limited territories or were separately organized locals in a federation of locals. Neither district overheads nor general overheads functioning in federated systems, were included. By including only local associations and omitting the district and central organizations, it is believed that averages have been obtained that are more nearly representative for the type of organizations considered than would otherwise be the case. To include in a tabulation the membership or volume of business of both locals and overhead selling agencies in a federated system would give a duplication which would impair the value of any averages which might be derived.

Of the 944 associations reporting regarding incorporation, 76.8% were incorporated; 42.5% of the associations reporting regarding capital stock have capital stock; 22.4% pay dividends on capital stock; 86.3% of the associations are composed entirely of producers of farm products; 30.3% pay patronage dividends; 96.1% are cooperative; 64.6% have contracts with members; 44.5% advertise the products they are marketing; and 72.8% pool the returns received from sales.

The 1,103 associations from which reports were received were distributed throughout the United States as follows:

Geographic Division	: Number of Associations	: Per Cent
United States	: 1,103	: 100.0
Pacific	: 297	: 26.9
West South Central	: 170	: 15.4
South Atlantic	: 125	: 11.3
West North Central	: 124	: 11.2
Middle Atlantic	: 107	: 9.7
East North Central	: 103	: 9.3
East South Central	: 81	: 7.4
Mountain	: 58	: 5.3
New England	: 38	: 3.5

Arranged according to the number of reports received, the leading states are: California, 236; Arkansas, 38; New York, 38; Florida, 32; Minnesota, 72; Texas, 54; Michigan, 52.

Six hundred twenty-nine associations reported 96,329 members, an average of 156 an association. The figures for the states reporting the largest number of members are as follows:

State	Number of Associations Reporting	Number of Members	Average Number of Members
California	163	35,385	217
New York	62	6,365	102
Michigan	35	5,148	147
Florida	54	4,524	83
Washington	28	3,901	139
Minnesota	35	3,508	100
Arkansas	37	2,709	73

Five hundred eighty-one associations reported volume of business for 1922 as \$142,542,000, an average of \$245,339. The leading states regarding volume of business, and the average amount of business per association, are given below:

State	Number of Associations Reporting	Amount of Business	Average per Association
California	154	\$65,337,000	\$424,300
Florida	47	10,494,000	223,200
Washington	23	6,291,000	273,500
New York	59	5,405,000	91,600
Michigan	35	5,137,000	146,700

During the ten years, 1913 to 1922 inclusive, the volume of business of the 67 associations which reported for both years increased from \$16,769,000 to \$36,526,000, a gain of 117.8%. The percentage gains for the associations reporting in both years for a number of the states, are as follows:

State	Number of Associations Reporting	Amount of Business 1913	Amount of Business 1922	Per Cent Gain
California	10	\$6,118,000	\$9,539,000	55.9
Florida	11	834,000	3,512,000	321.1
Missouri	8	694,000	2,878,000	314.6
New York	4	525,000	2,698,000	32.9
Michigan	6	356,000	2,732,000	667.4
Arkansas	4	64,000	248,000	287.5

Nearly seventy per cent (68.2%) of the 1,103 associations reported collective buying. The kind of goods purchased, the number reporting buying each kind, and the per cent of the total number buying, are shown in the following table:

Articles Purchased	Number of Associations Purchasing	Per Cent of 753*
Containers	416	55.2
Fertilizers	307	40.7
Spraying Materials	193	25.6
Seeds	145	19.2
Feeds	119	15.8
Implements and Machinery	61	8.1
Hardware	34	4.5
General Merchandise	28	3.7
Fuel	23	3.0
Building Material	18	2.3
Fencing	14	1.8
Miscellaneous	283	37.5

*Total number of associations reporting cooperative buying.

-----0-----

COOPERATIVE PURCHASING BY COOPERATIVES

Reports have been received from 2,690 grain marketing associations, 753 associations handling fruits and vegetables, and 308 creameries, regarding the lines of goods being purchased for their members. The figures show that in the case of the grain marketing associations 78.4% of those reporting buying for members buy feeds; 73%, fuel; and 24%, containers. Of the associations handling fruits and vegetables, 55% buy containers for their members; 40%, fertilizers; and 25%, spraying materials. Twenty-nine per cent of the creameries buy feeds; 25%, containers; and 22%, fuel. But 20.1% of the grain associations buy goods included as miscellaneous in the table below, while 37.5% of the fruit and vegetable associations, and 52.6% of the creameries provide their members with such goods. The percentage figures for each type of association are given in the following table:

Articles Purchased	Per Cent of Total Reporting coop. Buying*		
	Grain	Fruit & Veg.	Creameries
Building Material	21.7	2.3	1.0
Containers	24.9	55.2	25.3
Feeds	78.4	15.8	29.2
Fencing	18.7	1.8	1.0
Fertilizers	8.2	40.7	2.3
Fuel	73.3	3.0	22.1
Hardware	7.0	4.5	13.9
Implements and Machinery	13.9	8.1	5.2
Seeds	19.8	19.2	2.6
Spraying Material	2.5	25.6	1.3
General Merchandise	3.7	3.7	3.2
Miscellaneous	20.1	37.5	52.6

*Grain assns., 2,690; fruit and vegetable, 753; creameries, 308.

CALIFORNIA CITRUS GROWERS SAVE MONEY ON SUPPLIES

Over \$3,400,000 has been returned as patronage dividends to the members of the Fruit Growers' Supply Company, Los Angeles, Calif., during the past eight years. In that period the company has supplied members with packing-house supplies amounting to more than \$40,000,000, orchard supplies amounting to more than \$16,000,000, and has sold lumber and lumber products amounting to more than \$13,000,000. In addition a limited amount of general merchandise has been handled for members. The total of the business transactions of the company for the eight years ending December 31, 1923, was \$66,573,201.

The total amount of business and the patronage dividends for each of the eight years are given below:

Year	:	Volume of	:	Patronage	:	Per Cent
	:	Business	:	Dividends	:	
1916*	:	\$ 4,092,865	:	\$159,064	:	3.8
1917*	:	5,759,030	:	146,902	:	2.5
1918*	:	4,281,969	:	134,872	:	3.1
1919*	:	7,337,666	:	531,689	:	7.2
1920*	:	9,837,073	:	257,459	:	2.6
1921**	:	13,708,556	:	2,171,249***	:	15.8
1922***	:	10,216,544	:	20,589	:	.2
1923***	:	11,339,444	:	56,461	:	.4

*Fiscal year ending August 31.

**Fiscal year ending October 31.

***Fiscal year ending December 31.

****Partially paid in capital stock.

The cost of operating the company during the eight years has varied from 83¢ for each hundred dollars of business in 1917, to \$1.97 in 1922. The output of the two mill plants operated by the company was 105,606,131 feet of lumber in 1923.

One of the achievements of the past year was the refinancing of the company by the sale of bonds to the amount of \$4,000,000. These bonds mature in annual installments extending over twelve years. The capital of the company on December 31 was \$4,621,140.

The Fruit Growers' Supply Company was formed in October of 1907 by the members of locals of the California Fruit Growers' Exchange, for the purpose of buying in quantity the supplies needed for orchard and packing house, particularly box shooks. Among the supplies purchased are labels, nails, tissue wrappers, fertilizers, spraying equipment and spraying materials, picking boxes, seeds for cover crops, etc.

The two lumber plants sell lumber, lath and wood, in addition to furnishing the material for the boxes in which the fruit is sent to market. Because of the policy adopted regarding forest conservation and reforestation, it is believed that the timber holdings of the company are sufficient to meet the requirements of the members for shook material for many years to come.

SIX SEASONS OF COOPERATION COMPLETED BY PEAR GROWERS

At an expense for organization of approximately \$22,400 the membership of the California Pear Growers' Association, San Francisco, Calif., was increased from 175 in June, 1918, the date of organization, to 1,313 at the close of the sixth fiscal year in January of 1924. The current receipts of the association have varied from \$13,200 in 1918 to \$118,200 for the season of 1922, while operating expenses, excluding organization expenses, varied from \$5,600 to \$30,000.

During the season of 1920 a trust fund of \$53,000 was accumulated for the purpose of increasing the consumption of pears through advertising. The president of the association in his annual report for 1920 said, "By advertising pears, fresh, canned and dried, demands can be created that will take care of the increased crops staring us in the face." The next three years the following amounts were spent for advertising: \$20,250 in 1921; \$41,900 in 1922; and \$49,800 for 1923.

The significant figures for the six years of the association's life are given in the following table, which has been made up from the annual financial statements:

Year :	Number :	Organization :	Current :	Operating :	Expended :	Sales
:	of :	Expenses :	Receipts :	Expenses*** :	for ad- :	through
:	Members* :	:	:	:	vertising :	Association
1918 :	325 :	\$2,586 :	\$13,294 :	\$ 5,607 :	- - - :	\$ 390,108
1919 :	520 :	690 :	25,924 :	16,216 :	- - - :	1,107,288
1920 :	589 :	3,340 :	26,818 :	24,579 :	- - - :	1,293,802
1921 :	1,048 :	8,573** :	61,393 :	25,077 :	\$20,250**** :	- - -
1922 :	1,117 :	2,329 :	118,289 :	27,343 :	41,983 :	- - -
1923 :	1,313 :	4,879 :	93,284 :	30,137 :	49,880 :	- - -

*At close of fiscal year.

**Including \$5,000 from advertising funds.

***Not including organization expenses.

****Not including \$5,000 for organization expense.

Not a penny was lost because of bad debts during the first three seasons that the association operated. The season of 1923 closed with \$122,000 in the several reserve funds, as follows: advertising, \$60,000; contingent reserve, \$35,950; emergency, \$20,000; insurance, \$6,170.

The president, at the annual meeting of the association, January 15, 1924, in suggesting a policy for the future, said, "What we as Californians need is the establishment of the California fruit food habit among all the people of the United States, as well as Canada and all other places to which our fruits are shipped or may be shipped in the future. It will take some time to establish this but the sooner it comes the better for all of us."

CAMPAIGN STARTED FOR TEN THOUSAND CARS OF FRUIT

Ten thousand cars of fruit of the 1924 crop, is the goal set by the Western New York Fruit Growers' Cooperative Packing Association, Inc., Rochester, N. Y., in its expansion campaign. If this quantity is not signed up by April 15, growers who desire to do so may cancel their contracts, according to the terms of the new agreement. The new contract calls for the delivery of "all the apples, pears and peaches produced by or for the grower in New York during the years 1924, 1925, 1926, 1927 and 1928, except such as the grower may in good faith give away or may reserve for family use, and except such varieties and kinds as the Central on the advice and recommendations of the local may either annually or for the entire term of this contract release by written contract." Preliminary reports from two of the first meetings held were most encouraging. "At Knowlesville seventeen men signed contracts aggregating an equivalent of 23,533 barrels of fruit, or more than a thousand barrels per member."

-----0-----

SALES OF "BIG Y" INCREASE ONE HUNDRED FORTY-FIVE PER CENT

More than 150 members of the Yakima Fruit Growers' Association, Yakima, Wash., attended the annual meeting which was held on January 22. The report of the manager showed that the membership had increased from 387 to 537 during the year, and the acreage had increased from 4,789 to 6,218. The past season was one of large crops and low prices and the association made practically no profits on its operations. However, there was no deficit and the financial condition is considered satisfactory.

The tonnage of fruit made a total of 2,537 cars, an increase of 145% over the previous season. The tonnage for the several years of operation has been as follows: 1918, 618 cars; 1919, 938 cars; 1920, 586 cars; 1921, 926 cars; 1922, 1050 cars. Apples and Bartlett pears are handled in the largest quantities, while the association also markets other pears, cherries, peaches, prunes, and plums in large quantities, and strawberries, asparagus, and apricots in smaller quantities.

During 1923 a large cold-storage and packing plant was constructed at one of the shipping points, with equipment designed to precool 5,000 boxes of pears in 24 hours, and with a storage space for 60,000 boxes.

All the storage space of the association was filled to capacity the past season and it was found necessary to store 177 cars in the East. This is the first time this association has ever had fruit to fill all its storage space. With new space secured this year the association has storage room for 475,000 boxes.